

\$39 million in new and retained sales
\$23 million in new investments
230 jobs created or retained

The mission of the **West Virginia Manufacturing Extension Partnership, Inc.** (WVMEP) is to strengthen manufacturing in West Virginia.

Expert in their individual disciplines, WVMEP's team works directly with every level in your organization, to improve production, marketing, quality systems, information systems, health and safety, manufacturing management, product design and development, industrial engineering, and general manufacturing.

Available on a long-term, contractual basis or for short-term projects, West Virginia Manufacturing Extension Partnership provides clients with proven management skills for all phases of product and technology life cycles.

WVMEP provides exceptional services at affordable rates to small- and mid-sized companies throughout West Virginia.

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* Impacts are based on clients receiving service in FY2009

CLIENT SUCCESS: JTB MACHINING

“Thanks to the efforts of the West Virginia Manufacturing Extension Partnership and Jerry Biser, JTB has partnered with Elevated Security to manufacture trailer mounted mobile electronic security systems. This will provide much business stability for our small company and allow us to grow the business and create jobs. We greatly appreciate the effort he made to establish this relationship.”

Trebis Knepper, Vice President
JTB Machining

WVMEP Spurs Growth at JTB Machining

JTB Machining is a family-owned business offering a wide range of machining and fabrication services. Located in Hedgesville, West Virginia the company employs 6 people.

Situation:

During the past several years, JTB had been an exclusive manufacturer of a heavy equipment component developed and marketed by another local business. This volume production work in addition to other standard jobs kept the company in operation. Recently the volume of orders from this exclusive arrangement was decreasing, so they needed to locate other potential customers. JTB contacted the West Virginia Manufacturing Extension Partnership (WVMEP), a NIST MEP network affiliate, for help.

Solution:

WVMEP developed a plan to research possible business connections for the company. A regional search was conducted in addition to researching the WVMEP client database to identify possible candidates. This resulted in a list of contacts for JTB to follow up on. One of those candidates was Elevated Security, a new high tech company that had developed very specific mobile security equipment being marketed to the private, government and military sectors. WVMEP made the initial introductions and connections between the two companies which resulted in JTB securing a contract with Elevated Security to manufacture trailer mounted mobile electronic security systems.

Results:

- * Increased sales by \$500,000.
- * Negotiated contract with security system company.
- * Created 5 jobs.

Created 5 new jobs